

# Acquisition Update

Your Source For Federal Health Care Contract Information

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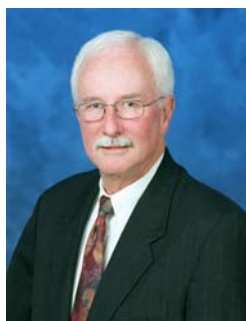
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We would like your comments! What topics do you want covered? What information do you want to see? Please contact:

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## Electronic Contract Management System

By: David S. Derr, Deputy Assistant Secretary for  
Acquisition and Materiel Management



VA contracting activities have identified the need for and reviewed numerous electronic contracting management systems over the course of several years. In December 2003, the Office of Acquisition and Materiel Management (OA&MM), in partnership with the VA acquisition community and Aquilent, Inc., began to introduce electronic contract management (CM) in the VA acquisition program. This was accomplished by a successful prototype rollout at three VA acquisition offices utilizing the new Electronic Contract Management System (eCMS). This prototyping effort demonstrated system capabilities to operate in conjunction with an enterprise financial and logistics system. eCMS also allows for a limited interface with the Veterans Health Information Systems and Technology Architecture (VISTA) IFCAP system utilizing existing Electronic Data Interchange technology.

During the prototype, the OA&MM Electronic Commerce Business

Solutions Office (ECBSO), with the assistance of the Contract Systems Advisory Board, conducted a validation process of the full end-to-end contract management functionalities available within eCMS core capabilities. These capabilities address all elements of the procurement lifecycle associated with the Pre-Award Process, Solicitation Process, Delivery Orders, Post-Award Process, Contract Administration, Vendor Portal, and Standard Reports.

eCMS positively impacts other elements of the VA organization in several ways. It will improve automated Federal Procurement Data System (FPDS) reporting by requiring completion of FPDS reports, and provides interfaces to the Government-wide point of entry (a.k.a. FedBizOpps) and the Central Contractor Registration/Business Partner Network in a single system.

As a result of valuable feedback and insight from VHA field staff and others during the CM Validation, User Acceptance Test, and prototype deployment, ECBSO

received approval to move forward with an emphasis on implementing and deploying full CM functionality.

The implementation strategy for the next phase consists of two stages. Stage One, beginning late October 2004, implements full CM functionality for the three prototype sites. Stage Two implements nationwide CM functionality and enhanced ordering functionality to include IFCAP integration. Upon successful deployment of Stage One, approximately May 2005, nationwide rollout would occur in coordination with VHA Office of Clinical Logistics.

This strategy is congruent with and complementary to the work of the General Services Administration's Integrated Acquisition Environment Program Office and workgroups.

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## ***OSDBU Corner***

### **President Issues Service-Disabled Veterans Executive Order**

*By: Scott Denniston, Director, Office of Small and Disadvantaged Business Utilization*

Make no mistake about it, service-disabled veteran-owned small businesses are receiving attention at the highest levels of Government.

The President is expecting agencies to more effectively implement the provisions of the Small Business Act that requires the President to establish a goal of not less than 3 percent for participation by service-disabled veteran-owned small businesses in Federal contracting. This goal was established by Public Law 106-50, the Veterans Entrepreneurship and Small Business Development Act of 1999.

The Executive Order also seeks improved implementation of Section 36 of the Act, established by Public Law 108-183, the Veterans Benefits Act of 2003, which provides contracting officers the authority to set-aside acquisitions exclusively for competition among service-disabled veteran-owned small businesses, and, under certain circumstances, award contracts using this authority to service-disabled veteran-owned small businesses on a sole source basis.

There is no Federal department or agency where effective implementation of these provisions is more important than at VA. As the chief advocate for veterans at the Federal level, VA, as the Secretary and Deputy Secretary have stated, must be the leader in contracting with service-disabled veteran-owned small businesses. It is a logical extension of our mission to serve veterans and veteran entrepreneurs are looking to VA to set the example by leadership.

On October 20, 2004, President George W. Bush issued Executive Order (EO) No. 13360. The EO states that Heads of agencies *shall* provide the opportunity for service-disabled veteran businesses to significantly increase the Federal contracting and subcontracting of such businesses and sets forth the duties of Agency heads.

The EO requires Agency heads to develop a strategy to implement the policy of providing these opportunities and making the agency's strategy publicly available as well as reporting annually to the Administrator of the U.S. Small Business Administration (SBA) on the agency's implementation of the strategy. It also requires the designation of a senior-level official within each agency who shall be responsible for developing and implementing the agency's strategy.

Agency heads must include development and implementation of the agency's strategy and achievements in furtherance of the strategy as *significant* elements in any performance plans of the agency's designated senior-level official, chief acquisition officer and Directors of Offices of Small and Disadvantaged Business Utilization.

The agency's strategy must include reserving agency contracts exclusively for service-disabled veteran-owned small businesses; encouraging and facilitating participation by service-disabled veteran-owned small businesses in competing for agency contracts; encouraging agency contractors to provide subcontracting opportunities; training agency personnel on laws and policies relating to participation of service-disabled veteran-owned small businesses in Federal contracting; and disseminating information to service-disabled veteran-owned small businesses that will assist these businesses in participating in agency contract awards.

The EO also provides for additional duties of certain department and agency heads. To name a few, the Secretary of Veterans Affairs is to assist agencies by making available services of the VA Center for Veterans Enterprise (CVE) and assisting in verifying the accuracy of contractor registration databases with regard to service-disabled veteran-owned small businesses. Furthermore, the Secretary of Defense is tasked with the responsibility of developing training through the Defense Acquisition University on contracting with service-disabled veteran-owned small businesses. The Administrator of the General Services Administration is tasked with establishing a Government-wide contract vehicle for service-disabled veteran-owned small businesses, as well as assisting service-disabled veteran-owned small businesses to obtain Federal Supply Schedule contracts.

As you can see, advocates, logisticians and program officials throughout Government have their work cut out for them in developing and implementing the required strategies. VA's strategy will require careful crafting as it is sure to come under the scrutiny of our stakeholders. Many departments and agencies are likely to look to VA's strategy and lead as a model for developing their own strategies. OSDDBU is working in concert with the Acquisition Policy Division, Office of Acquisition and Materiel Management, to develop and implement the strategy. Please stay tuned.

It's hard to believe that the holidays are upon us again and 2004 is coming to an end. Where did the year go? It's been a busy year for everyone involved in advocating for small business, and service-disabled and veteran-owned small businesses in particular. From all of us in OSDDBU, we extend our best wishes to each of you for a happy, healthy and prosperous holiday season and new year.

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Does your commute to work seem endless some days? Consider this...Birds may travel great distances on their migrations. The Arctic Tern travels from the top of the world - the Arctic, to the bottom - the Antarctic, round trip in a single year - 25,000 miles in all!

Courtesy of [www.coolquiz.com/trivia](http://www.coolquiz.com/trivia)



Troy University would like to congratulate the following VA employees who have earned a cumulative GPA of 4.0 in the unique pilot program offered by the VA to provide its Acquisition Workforce with continued education anywhere in the world through Troy's online learning programs:

- Brenda Tabor
- Cheryl Ebert
- Kathleen Policicchio
- Sandra Stephens
- Conrad Guenzel
- Pamela Rayburg
- Sharon Mosher
- Martha Reinoso-Reyes
- Pamela Silvis-Zelasko
- Pamela Lewallen
- Pamela Dodd
- Veronica Hazen

Troy would also like to congratulate Joseph Boggs, Lonnie Winkler and Sally Lanoue for earning a cumulative GPA of 3.5 or higher.

To date, Troy has had 145 VA employees apply to enter into this pilot program and the number of VA employees that are choosing to pursue their associate and baccalaureate degree as part of Troy's Applied Science Degree Program is rising.

"The Acquisition Workforce performs an essential role for the VA," says Don Coleman, director of Acquisition Training and Career Development for the Department of Veterans Affairs. "And we encourage all members of this dedicated group that qualify to take advantage of the educational investment that the VA is offering with the help of Troy University."

To learn more about this educational opportunity, please visit [www.tsuar.edu](http://www.tsuar.edu) or call Pilot Program advisor Les Wright at 800-641-TROY (8769). Les can also be reached via e-mail at [LesWright@troy.edu](mailto:LesWright@troy.edu).

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## On The Green

Welcome to “*On The Green*,” a new column focusing on “green” purchasing that will appear periodically in the *Acquisition Update* newsletter. Congress and the President have directed Federal agencies to be good stewards of the environment by conserving natural resources. One way to become more environmentally responsible is to buy products and services that conserve energy, water, and other precious resources. *On The Green* will highlight specific requirements, address hot issues, and provide the information and resources necessary to help our readers comply with the Federal green purchasing mandates.

We also want to hear from you. Is there a particular green purchasing topic you would like to see addressed? Would you like to share your green purchasing successes with your colleagues across the Department of Veterans Affairs? Please e-mail your suggestions and comments to Barbara Matos, Office of Acquisition and Materiel Management (0492A), at [barbara.matos@mail.va.gov](mailto:barbara.matos@mail.va.gov).

### *Web-based Green Purchasing Training Now Available*

The Office of the Federal Environmental Executive has developed a web-based instructional course for contracting personnel, purchase card holders, facilities managers, and fleet managers. “What is Green Purchasing, Anyway?” is an instructional course that provides an introduction to the Federal Green Purchasing Program (FGPP). The course is organized into modules that cover the components of the FGPP; legal basics; what Federal purchasers are required to do; where to buy green products; roles and responsibilities; and required reporting. It also provides examples, resources, and many reference web sites and allows you to test your knowledge through fun quizzes. Course duration ranges from 1 ½ hours for purchase card holders to approximately 2 ½ hours for contracting officers and contracting officer representatives. Completion of the course satisfies the provision of Executive Order 13101, Greening the Government Through Waste Prevention, Recycling, and Federal Acquisition, that requires agencies to provide training to contracting and program personnel. The course is available on the Office of Personnel

Management’s Go Learn web site at [www.golearn.gov](http://www.golearn.gov). Click below for directions on accessing Course ID OPM008. For any technical questions or comments about the course or course navigation, please send an e-mail to [golearn@geolearning.com](mailto:golearn@geolearning.com).



GoLearn  
instructions.DOC

### *Apply for the 2005 VA Environmental Excellence Awards Program*

Each year, the Department of Veterans Affairs (VA) recognizes VA employees and facilities that have made outstanding contributions to protecting the environment through waste prevention, recycling, and green purchasing activities under Executive Order (EO) 13101, Greening the Government Through Waste Prevention, Recycling, and Federal Acquisition, environmental management under EO 13148, Greening the Government Through Leadership in Environmental Management, and green/sustainable buildings under both executive orders. This year’s program introduces a new category for reduced fuel consumption to promote the goals and objectives of Executive Order 13149, Greening the Government Through Federal Fleet and Transportation Efficiency.

There are six award categories for the 2005 VA Environmental Awards Program:

Waste/Pollution Prevention; Recycling; Green Purchasing; Environmental Management Systems; Sustainable Design/Green Buildings; and Minimizing Petroleum Usage in Transportation. As education and outreach are key tools to successful programs, these components have been incorporated into each of the other categories.

The deadline to submit nominations is January 5, 2005. For instructions and guidance on the nominations process, please contact Barbara Matos in the Office of Acquisition and Materiel Management at [barbara.matos@mail.va.gov](mailto:barbara.matos@mail.va.gov).

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*We make a living by what we get, we make a life by  
what we give. - Winston Churchill*



## ***Southern Arizona VA Health Care System Hosts Second Annual Vendor Fair***

*By: Sandra L. Hall, Procurement Clerk, SAVAHCS*

On November 9, 2004, the Acquisition and Materiel Management Service at the Southern Arizona VA Health Care System in Tucson, Arizona, hosted its second annual Vendor Fair. This year the theme of the Fair, which was hosted during the week of Veteran's Day, was ***"Veteran-Owned Businesses – Our Number One Priority!"***

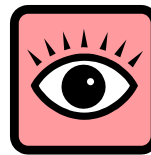
In keeping with the theme, the Fair targeted veteran-owned and service-disabled, veteran-owned small businesses. Although many participants were from Arizona, businesses from other states were also present. Representatives from General Services Administration, the Small Business Administration, VA's National Acquisition Center, the City of Tucson's Office of Economic Development, and VA's Office of Small and Disadvantaged Business Utilization in Washington, DC, were also on hand to allow exhibitors to network for increased business opportunities and to answer any questions about how to establish business relationships with Government customers. When asked whether the Fair met his expectations, one veteran-owned small business owner said "it was the most beneficial in Arizona in some time." Another vendor stated, "Your Trade Fair was a template the rest of the VA could emulate." As an added service, VA provided a representative from the Eligibility Office for those veteran-owned business owners interested in learning more about VA healthcare benefits.

Forty one veteran-owned businesses participated in the Fair, offering a wide range of services and supplies that included: construction; architect/engineer services; medical, dental, and surgical supplies; hospice and senior care; janitorial services; office supplies; temporary staffing solutions, and many other products and services. The Fair gave these businesses the opportunity to interact with other veteran-owned businesses, purchasing agents, contracting officers, and end users. One customer commented that the Fair was "a good opportunity for VA employees to meet

veteran owned small businesses and interact with them."

Prior to the Fair's opening ceremony, Mr. Bruce St. John, Intergovernmental Affairs Officer from VA's Center for Veterans Enterprise (CVE), held an informative presentation on the Veterans Benefits Act of 2003 (15 U.S.C. 657f). The new law allows procurements to be set-aside (under certain circumstances) to service-disabled, veteran-owned, small businesses. Mr. St. John further provided information to the veteran-owned businesses about CVE to allow them to expand not only their knowledge, but also relationships with the Federal Government.

If you would like additional information, please contact Carlene Rush at (520) 629-4610 or Sandra Carranza at (520) 629-4733.



***A new look...*** Thanks to Patti at the Carl T Hayden VAMC for her suggestion to include effective dates for newly awarded contracts. So check out the new format on ***page 10*** and keep those suggestions coming!

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***Did you know?...*** The Federal Supply Schedule Service has established a Help Desk Program, which is being piloted for the 621 I Professional and Allied Healthcare Staffing Services. This vehicle will assist the staff in handling the voluminous daily inquiries for solicitation requests, assist in required proposal data submission, clarifying clauses and general information inquiries. The Help Desk is computer (email) oriented, as well as accessible after business hours via voicemail. The Help Desk email address is [helpdesk.fss621i@med.va.gov](mailto:helpdesk.fss621i@med.va.gov) and the phone number is (708) 786-7722. All inquiries will be responded to within 24 hours or the next business day. In addition, you may contact the assigned contracting officer by going to [www.gsaelibrary.gsa.gov](http://www.gsaelibrary.gsa.gov) and search by schedule, company name and/or contract number.

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## ***JWOD Corner***

### *VA Continues Its Strong Support of the Javits-Wagner-O'Day Program During National Disability Employment Awareness Month*

Secretary Anthony J. Principi expressed the Department of Veterans Affairs' (VA) support for the Javits-Wagner-O'Day (JWOD) Program in a memorandum issued during the October 2003 observance of National Disability Employment Awareness Month (NDEAM): "In support of VA's mission 'to care for him who shall have borne the battle,' the Department fully promotes activities that create jobs for those who are blind or severely disabled. JWOD is an integral part of our team, and we appreciate the value their products bring to the Department."

VA's support of the JWOD Program was illustrated yet again during this year's observance of NDEAM, when VA headquarters in Washington, DC, enthusiastically hosted its third annual JWOD Vendor Day, on October 7, 2004. Nearly 20 JWOD-participating nonprofit agencies showcased their product and service offerings, covering everything from document management and facilities maintenance services to office supplies, environmentally safe cleaning supplies, and calendar planners.

VA's JWOD Liaison, Arthur East, Chief of Office of Acquisition and Materiel Management's Business Development and Marketing Office, welcomed vendors and employees to the event. East noted that "the Department of Veterans Affairs takes very seriously its commitment to the JWOD Program. Through our own commitment to working with disabled veterans, VA understands the importance of creating jobs for people who are blind or severely disabled; and VA recognizes the value the JWOD Program has for its employees, their families, and society. That's why we do our part to promote the JWOD Program."

General William A. Moorman, Acting Assistant Secretary for Management, praised VA employees for their support of the JWOD Program and stressed the solid working relationship between the two organizations. Moorman cited the electronic messaging system, "JWOD Means Jobs," as an example of a VA initiative which has given

significant visibility to JWOD Program capabilities over the past two years, and has been a helpful tool for VA acquisition professionals in procuring JWOD Program supplies and services.

Also participating in the opening ceremony were Patrick Rowe, Deputy Executive Director, Committee for Purchase From People Who Are Blind or Severely Disabled (the Federal agency that administers the JWOD Program); Bob Chamberlin, President and CEO of NISH, serving people with a range of severe disabilities; and Jim Gibbons, President and CEO of National Industries for the Blind (NIB). Moorman led Rowe, Chamberlin, and Gibbons in the ribbon cutting ceremony to open the exhibit.

VA's JWOD Vendor Day provides the opportunity for JWOD nonprofit agencies to learn more about VA's unique needs and requirements and for VA employees to learn more about JWOD Program capabilities. The JWOD-participating nonprofit agencies that exhibited in this year's JWOD Vendor Day included the Association for the Blind Susquehanna, Delaware Industries for the Blind, Envision, Easter Seals of Western Pennsylvania, Baltimore Association of Retarded Citizens, Eastern Carolina Vocational Center, Huntsville Rehabilitation Foundation, Service Disabled Veterans Business, Blind Industries and Services of Maryland, ServiceSource, The Chimes, and Alphonse Association for the Blind.

For further information on the JWOD Program, please visit [www.jwod.gov](http://www.jwod.gov) or contact Arthur East.

### *Do You Know a Career Javits-Wagner-O'Day (JWOD) Program Supporter?*

If so, then be sure to submit a nomination for the 2005 E.R. "Dick" Alley Career Achievement Award.

The Committee for Purchase from People Who Are Blind or Severely Disabled is soliciting nominations for the E.R. "Dick" Alley Career Achievement Award. The Alley Award was established in 1998 in honor and recognition of Dick Alley who provided more than 25 years of dedicated service to the Javits-Wagner-O'Day (JWOD) Program as the Deputy Executive Director of the Committee staff. This is the highest award given by the Committee and is intended to recognize current Federal

employees who have provided **extraordinary, sustained** support for the JWOD Program and its mission of creating employment opportunities for people who are blind or have other severe disabilities. All individuals employed by the Federal Government are eligible to be nominated. The award will be presented at both the NISH and National Industries for the Blind Annual Conferences in 2005.

Nominations, which must be submitted in an accessible electronic format (i.e., Word Perfect or accessible Adobe PDF), must be received by **February 25, 2005**. Nomination instructions and forms can be found on the Committee's website at [www.jwod.gov](http://www.jwod.gov) or by contacting Stephanie Lesko of the Committee staff at [slesko@jwod.gov](mailto:slesko@jwod.gov) or (703) 603-0036.

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## ***Paradigms of Success***

*By: Howard Swartzman, Acquisition Resources*

Recently, I was driving past the auto dealer's lot in town and pointed out to my sons, without further explanation, "Look boys, there's mom's new minivan!"

The next day my older son suddenly asked, "Hey dad, does mom know you bought her a new car?" My response was immediate and brief. "Joshua, it's more like mom told me that I was buying her a new car."

Having found herself 1000 miles from home for an extended period of time, with a vehicle that seemed to be in the repair shop more than it was out, my wife simply was not interested in the prospect of continuing the frustrations encountered with trying to diagnosis and fix an illusive and increasingly annoying performance problem.

Oh, believe me, at first I tried to explain the "best" way to handle the problem, including the logic of arriving at a fiscally responsive course of action. After all, the vehicle was only two years old and still under warranty. That seemed to work for a short time, but after a few additional trips to the repair shop, the customer (in this case, my wife) conveyed to the supplier (in this case, me) some pretty persuasive reasons why the supplier's paramount concerns better start focusing on a

permanent and timely solution to the problem. And who can argue with good counter logic?

So, to maintain a good supplier-customer relationship, first thing the next morning the supplier was on the phone with his own local supplier, trading in the old and purchasing the new vehicle, including some expensive value added services such as door-to-door delivery and pick-up at the customer's location.

Why not just ask the customer to make all the arrangements and bill the supplier? That always seemed to work well in the past. In part, because the old vehicle was in Georgia but the rear seat for it was in New York. But in truth, mostly because the supplier had previously told the customer that he alone had the skills and expertise to handle this type of transaction, and the customer was quick to remind the supplier of that fact, along with the responsibilities that went along with it.

Whether you find yourself in the role of a supplier or a customer, it is important to recognize and agree upon desired outcomes. Performance based requirements generally work best, particularly when trying to resolve performance problems.

For this supplier, hopefully the problem will not reoccur. But just in case... this time the customer was provided with "stow-and-go" seating.

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## ***Many Small Businesses Awarded FSS Contracts***

During 2004, the VA Federal Supply Schedule (FSS) Service made 442 awards, or 82 percent, to the various small business categories. Great progress towards increasing small business initiatives is evident from the growing volume of offers within the contracting progress, which stems from the aggressive outreach to various socio-economic business concerns. Our contracting personnel have participated in conferences, conventions, Small Business Administration (SBA) matchmaking events with direct one-on-one opportunities, in addition to the efforts of the business and marketing group and the Office of Small and Disadvantaged Business Utilization.

These efforts resulted in estimated values of new contracts to small businesses exceeding \$3.5 billion.

The *Medical Equipment & Supplies Schedule* staff made 100 awards to small businesses in FY 2004. Many of the awards cover multiple socio-economic concerns. Among the 100 contracts, the tally for various socio-economic categories is as follows: 25 women-owned, 12 veteran-owned (3 service connected disabled), and 5 small disadvantaged businesses. The total estimated value of these contracts is over \$105 million for the initial five year period.

The *FSS for Services* staff awarded 56 contracts to the small business categories. The cumulative total for the various socio-economic categories is as follows: 29 women-owned, 13 veteran-owned, 11 small disadvantaged businesses, 4 (8a), and 1 Hub-Zone. The estimated value of these new awards exceeds \$37 million for the initial five year period.

The *Pharmaceutical FSS* staff awarded 102 contracts during this time frame to small businesses, including 7 women-owned, 4 small disadvantaged businesses, and 3 veteran-owned businesses. The estimated value for these new awards exceeds \$2 billion for the initial five year period.

Additional small business awards were made from the remaining schedules teams, which include the following commodity groups: Dental Equipment & Supplies, Patient Mobility Devices, X-Ray Equipment & Supplies, Invitro Diagnostics and Cost Per Test for Clinical Laboratory Analyzers. Combined, these schedules had over 53 new awards to the various small business categories.

Utilizing the combined efforts of the Office of Acquisition and Materiel Management, the National Acquisition Center, SBA and other agencies, many small business concerns have new or additional opportunities to market their products under the VA FSS Program to a wide variety of government activities.

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*"Patience and perseverance have a magical effect before which difficulties disappear and obstacles vanish."*  
*- John Quincy Adams*

## *Small Business Awards*

### Staffing Services Awarded

A contract was awarded to the *Washington-Harris Group Inc.*, a veteran-owned contractor for travel locum tenens and nursing services. This business provides service coverage in 8 eastern states under contract number **V797P-4727A** and is effective from September 23, 2004 through September 22, 2009.

Contract **V797P-4740A** was awarded to *1 Stop Uniform Shop*, a small disadvantaged, woman-owned business, specializing in reusable hospital clothing such as patient gowns, lab coats, jackets, tunics, and pants in sizes ranging from extra small to 5X. The performance period is September 27, 2004 through September 26, 2009.

*Staff Smart, Inc.*, a small, woman-owned business, was awarded contract **V797P-4753A**, providing general and specialized nurses, respiratory and physical therapists, licensed practical nurses, certified nurse assistants and various radiology technologists. The contract period is November 22, 2004 through November 21, 2009.

### Patient Mobility Products Awarded

A 'follow-on' contract (**V797P-3017**) was awarded to *Tisport, LLC*, a small business that manufactures the "Tilite" wheelchair listed under the 65IIF Patient Mobility Schedule. Negotiated upfront discounts range from 25 to 40 percent below commercial list price, with an 8 percent quantity discount for the purchase of 10 or more wheelchairs during a given year. Additional tiered pricing discounts range from 10 to 28 percent off the invoice price for purchase volumes ranging from \$50,000 to \$150,000 annually. The contract is effective October 15, 2004 through November 14, 2009.

### Medical Equipment/Supplies Awarded

Contract **V797P-4732A** was awarded to *ECI Medical Technologies, Inc.*, for synthetic, latex- and powder-free surgical gloves. ECI is also working with NIB workshops to get their gloves designated as a qualifying JWOD product. This contract is effective September 30, 2004 through September 29, 2009.



**Liftvest**, a small woman-owned business, was awarded a contract for a variety of patient transfer devices for lifting, transferring or stabilizing anyone who requires mobility assistance. The contract, **V797P-4757A**, has a performance period effective December 1, 2004 through November 30, 2009.

Contract **V797P-4743A** was awarded to **Regenesis Biomedical, Inc.**, a small business, which sells or rents a wound closure system which can be set up in less than 5 minutes, and a wound closure cover that is a convenient, economical and disposable product designed to ensure proper dosage and reduce biohazard risk. The contract's effective date is October 15, 2004 through October 14, 2009.

**Stand-Rite Manufacturing Company**, a small veteran-owned business, was awarded contract **V797P-4751A**, effective December 1, 2004 through November 20, 2009. The company provides a standing frame for the disabled that allows access for basic needs and is wheelchair accessible, equipped with adjustable upper body supports, adjustable foot alignment devices, quick flip ramps for ankle stretching if desired and lower leg straps to eliminate involuntary leg movements.

Contract **V797P-4749A** was awarded to **TransMotion Medical**, a small business that provides a state-of-the-art dysphasia video fluoroscopy chair. The contract is effective November 5, 2004 through November 11, 2009.

**Penner Patient Care**, a small business that manufactures several multifunctional whirlpools, scales, and transfer systems for both ambulatory and non-ambulatory patients, was awarded contract **V797P-4754A**. The performance period is November 30, 2004 through November 29, 2009.

Contract **V797P-4766A** was award to **Plastics Development Inc.**, a small veteran-owned business. The company provides a variety of surgical pack and admissions components that are available in a multitude of sizes and colors. The contract is effective December 15, 2004 through December 14, 2009.

#### Cost-Per-Test Award

**IRIS International, Inc.**, a small business, was awarded contract **V797P- 4736A** and is effective October 1, 2004 through September 30, 2009. The negotiated per reportable pricing includes

equipment use, reagents/consumables including standards/controls, all maintenance (preventive and emergency) as well as training of government personnel.

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#### **Some VA trivia...**

✓ According to the [United States Census](#) 2002 reports, there are \_\_\_\_\_ million veterans in the U.S., which is a ration of 1-in-8 U.S. civilians 18 and over.

- A. 20.2
- B. 26.4
- C. 30.5
- E. 22.4

**Answer:** (B) There were 26.4 million veterans in the United States, which represented 13 percent of the U.S. population.

✓ In 1865, president \_\_\_\_\_ said, "to care for him (any veteran) who shall have borne the battle and for his widow and orphan." These words are imprinted on two metal plaques at the front of the Veteran's Affairs Headquarters in Washington, DC.

- A. Abraham Lincoln
- B. Andrew Johnson
- C. James Buchanan
- D. Ulysses S. Grant

**Answer:** (A) The origin of the VA's motto comes from Abraham Lincoln second inaugural address.

✓ How many stars were on the American flag when Veteran's day became an official holiday in 1954?

- A. 48
- B. 46
- C. 50
- D. 45

**Answer:** (A) There were 48 stars on the flag, and this was the same year the words "Under God" were added to the Pledge of Allegiance, according to [USHistory.org](#). In 1959, Alaska joined the union, making 49 starts. A year later, Hawaii joined too, resulting in 50 stars total.

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## ***New FSS and National Contract Awards***

Listed below are contracts awarded during the period of 10/1-12/31/04. For complete information, go to [www.va.gov/oamm/nac](http://www.va.gov/oamm/nac).

### **Federal Supply Schedules**

#### **621 I**

##### **Professional Medical Healthcare Services**

	<b>Contract# V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
SpringBoard Healthcare Staffing & Search	4721A	Small	11/10/2004-11/9/2009
Absolute Staffers, LLC	4730A	Small	10/1/2004-9/30/2009
STAT Nursing Services	4733A	Small	10/4/2004-10/3/2009
Atlantic Health Services, Inc.	4744A	Small	10/11/2004-10/10/2009
ASAP Staffing and Translations	4745A	Small	10/20/2004-10/19/2009
dba All's Well Health Care Services	4746A	Large	10/14/2004-10/13/2009
Just In Time Staffing, Inc.	4747A	Small	10/26/2004-10/25/2009
Staff Smart, Inc.	4753A	Small	11/22/2004-11/21/2009
MedTravelers	4761A	Large	12/1/2004-11/30/2009
MedStaff Carolinas dba Vita Medical Staffing	4765A	Large	12/13/2004-12/12/2009
Perfect Care Nurses, Inc.	4766A	Small	12/17/2004-12/16/2009

#### **65 II A**

##### **Medical Equipment and Supplies**

	<b>Contract# V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
National Endoscopy Services	4729A	Small	10/1/2004-9/30/2009
Mectra Labs, Inc.	4735A	Small	10/1/2004-9/30/2009
Apex Foot Health Industries, Inc.	4739A	Small	10/15/2004-10/14/2009
Regenesis Biomedical, Inc.	4743A	Small	10/15/2004-10/14/2009
3M Health Care	4748A	Large	10/19/2004-4/17/2005
TransMotion Medical Inc	4749A	Small	11/5/2004-11/4/2009
Stand-Rite Manufacturing Co.	4751A	Small	12/1/2004-11/30/2009
Gulf South Medical Supply	4752A	Large	12/1/2004-11/30/2009
Penner Patient Care	4754A	Small	11/29/2004-11/28/2009
Tuffcare	4755A	Small	11/22/2004-11/21/2009
Liftvest USA, LLC	4757A	Small	12/1/2004-11/30/2009
Vilex	4758A	Small	12/1/2004-11/30/2009
Professional Hospital Supply	4759A	Large	12/1/2004-11/30/2009
Sempermed USA, Inc.	4760A	Small	12/15/2004-12/14/2009
Sunscope Inc. dba Biosensors Int'l USA	4763A	Small	12/15/2004-12/14/2009
Plastics Development, Inc	4764A	Small	12/15/2004-12/14/2009

#### **65 II C**

##### **Dental Supplies**

	<b>Contract # V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
Great Lakes Orthodontics	3016M	Small	11/15/2004-11/14/2009
Bien Air USA, Inc.	3018M	Small	11/1/2004-10/31/2009
European Design, Inc	3019M	Small	11/1/2004-10/31/2009
Colgate Oral Pharmaceuticals, Inc.	3025M	Large	12/1/2004-11/30/2009
3M Unitek	3026M	Large	12/1/2004-11/30/2009

**66 III  
Cost-Per-Test**

Abbott Laboratories, Inc.	4742A	Large	11/1/2004-10/31/2009
IRIS International, Inc.	4736A	Small	10/1/2004-9/30/2009

**65 Part 1B  
Pharmaceuticals**

**Contract #  
V797P-**

**Business  
Size**

**Effective  
Award Dates**

Derma Sciences Inc.	5674X	Small	11/1/2004-10/31/2009
Skin Medica	5729X	Small	10/1/2004-1/31/2005
ISTA Pharmaceuticals	5733X	Small	11/15/2004-11/14/2009
Santarus, Inc.	5744X	Small	11/15/2004-3/31/2005
JDS Pharmaceuticals, LLC	5750X	Small	11/15/2004-3/31/2005
Shionogi USA, Inc.	5751X	Small	11/1/2004-2/28/2005
Humco Holding	5757X	Small	10/15/2004-10/14/2009
Hi-Tech Pharmacal	5758X	Small	11/15/2004-3/31/2005
Bristol-Myers Squibb Pharma Co. dba Bristol-Myers	5763X	Large	10/15/2004-10/14/2009
Deen Pre-Filled Syringes	5764X	Small	10/15/2004-10/14/2009
Duramed Pharmaceuticals	5765X	Large	10/15/2004-10/14/2009
Barr Laboratories	5766X	Large	10/15/2004-10/14/2009
Advancis Pharmaceutical Group	5767X	Small	11/15/2004-3/31/2005
Taro Pharmaceuticals U.S.A., Inc.	5768X	Large	11/1/2004-10/31/2009
Ranbaxy Pharmaceuticals, Inc.	5769X	Small	10/15/2004-10/14/2009
Odyssey Pharmaceuticals, Inc.	5770X	Large	10/15/2004-10/14/2009
Roxane Laboratories, Inc.	5771X	Large	11/1/2004-10/31/2009
Healthpoint, Ltd.	5772X	Large	11/1/2004-10/31/2009
Galderma Laboratories, Inc.	5773X	Large	11/1/2004-10/31/2009
Warner Chilcott	5774X	Small	11/1/2004-10/31/2009
Wyeth Pharmaceuticals	5775X	Large	11/1/2004-10/31/2009
Mallinckrodt, Inc - Pharm.	5776X	Large	11/1/2004-10/31/2009
Schering Corporation	5777X	Large	11/1/2004-10/31/2009
Aventis Pharmaceuticals	5778X	Large	11/15/2004-11/14/2009
Bristol Myers Squibb US Medicines	5779X	Large	11/15/2004-11/14/2009
Morton Grove Pharmaceuticals, Inc.	5780X	Small	11/15/2004-11/14/2009
Scios, Inc.	5781X	Large	11/15/2004-11/14/2009
Par Pharmaceuticals, Inc.	5784X	Small	12/1/2004-11/30/2009
Combe, Inc.	5785X	Small	11/15/2004-11/14/2009
Savient Pharmaceuticals, Inc.	5787X	Small	11/15/2004-11/14/2009
Harvest Pharmaceuticals	5788X	Large	11/15/2004-11/14/2009
Reckitt Benckiser Pharmaceuticals, Inc.	5790X	Large	11/15/2004-11/14/2009
Procter & Gamble Distributing Company	5791X	Large	12/1/2004-11/30/2009
Bausch & Lomb Pharmaceuticals, Inc.	5792X	Large	11/15/2004-11/14/2009
Steris Corp.	5793X	Large	12/15/2004-12/14/2009
Bayer Health Care Biological Products Div	5797X	Large	12/15/2004-12/14/2009
Baxter Healthcare Corporation, Bioscience	5798X	Large	12/1/2004-11/30/2009
SmithKlineBeechan Corp. d/b/a GlaxoSmithKline	5799X	Large	12/1/2004-11/30/2009
Presutti Laboratories, Inc	5694X	Small	10/1/2004-9/30/2009
Salix Pharmaceuticals, Inc.	5724X	Small	10/1/2004-9/30/2009

UDL Laboratories, Inc.	5743X	Large	10/1/2004-9/30/2009
Eisai, Inc.	5745X	Large	10/1/2004-9/30/2009
Akyma Pharmaceuticals	5800X	Small	12/15/2004-12/14/2009
Major Pharmaceuticals	5802X	Small	12/15/2004-12/14/2009
West-ward Pharmaceutical Corp.	5804X	Small	12/15/2004-12/14/2009
ALPHARMA USPD	5808X	Large	12/15/2004-12/14/2009
aaiPharma,LLC	5812X	Large	12/15/2004-12/14/2009
Qualitest Pharmaceuticals, Inc.	5756X	Small	10/1/2004-9/30/2009
Axcan Scandipharm, Inc	5759X	Small	10/1/2004-9/30/2009
Biovail Pharmaceuticals, Inc.	5760X	Small	10/1/2004-9/30/2009
Otsuka America Pharmaceutical	5761X	Small	10/1/2004-9/30/2009
American Biotech Labs	5762X	Small	10/1/2004-9/30/2009
Valera Pharmaceuticals	5782X	Small	12/1/2004-3/31/2005
Upsher-Smith	5783X	Small	12/1/2004-11/30/2009
Medimmune Oncology	5794X	Large	12/1/2004-11/30/2009
Greenstone	5795X	Large	12/1/2004-4/1/2005

## 65 Part VII

### Invitro Diagnostics/ Reagents

	Contract# V797P-	Business Size	Effective Award Dates
Advanced Toxicology Network (ATN)	5796X	Large	12/1/2004-11/30/2009
Microgenics	5752X	Small	10/1/2004-9/30/2009
OraSure Technologies, Inc.	5755X	Small	10/1/2004-9/30/2009

### 65IIF Patient Mobility Devices (Including wheelchairs, scooters, walkers, etc.)

	Contract # V797P-	Business Size	Effective Award Dates
VanWart Enterprises	3015M	Small	10/1/2004-9/30/2009
Tisport, LLC	3017M	Small	10/15/2004-10/14/2009
Assistive Technology Fabricators (ATF)	3020M	Small	10/15/2004-10/14/2009
Star Cushion Products, Inc.	3021M	Small	11/1/2004-10/31/2009
New Solutions, LLC	3028M	Small	12/15/2004-12/14/2009

### 65 VA X-Ray Equip/Supplies

	Contract # V797P-	Business Size	Effective Award Dates
Henry Schein, Inc.	3022M	Large	11/15/2004 11/14/2009
International Specialty Products (ISP)	3027M	Large	12/15/2004-12/14/2009

## National Contracts

### Pharmaceutical Items: Product

	Contract # V797P-	Business Size	Effective Award Dates
Prazosin Hcl Tablets	9137	Large	11/17/2004-11/30/2005
Salsalate Tablets	9138	Small	11/17/2004-12/16/2005
Verapamil Hcl SA	9140	Large	12/30/2004-12/31/2005
Human Insulin	9142	Large	12/16/2004-12/15/2005
Fluocinonide Cream/Sol/Ointm/Gel	9143	Large	2/1/2005-1/31/2006
Atenolol Tablets	9144	Small	1/21/2005-1/20/2006



**Blanket Purchase Agreements:**

<b>Product</b>	<b>Contract # VANAC-90NP1 V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
Spironolactone Tablets	9002B	Small	11/01/2004–10/31/2008
For additional information, contact Deborah Koval at (708) 786-4383 or <a href="mailto:Deborah.Koval@med.va.gov">Deborah.Koval@med.va.gov</a> .			
Carbide Burs	2066	Small	2/01/2005-1/31/2010
For additional information, contact Ronald E. Jenkins at (708) 786-4929 or <a href="mailto:Ron.Jenkins2@med.va.gov">Ron.Jenkins2@med.va.gov</a> .			

<b>Prosthetic Item Product</b>	<b>Contract # V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
Home Telehealth -- Monitoring Device	9135	Small	11/22/04–11/21/05
Home Telehealth -- Monitoring Device	9133	Small	12/6/04–12/5/05
Home Telehealth -- Monitoring Device	9134	SDB	12/8/04–12/7/05
Home Telehealth -- Monitoring Device	9132	Large	9/27/04–9/26/05
Home Telehealth -- Messaging Device	2067	Large	12/3/04–12/2/05

For additional information, contact Patty Benson at (708) 786-5253 or [Patricia.Benson@med.va.gov](mailto:Patricia.Benson@med.va.gov).

<b>Direct Delivery: X-Ray</b>	<b>Contract # V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
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None

**Ultrasound**

None

**CT/MRI**

None

**Laundry Equipment**

None

**PACS**

None

**Nuclear Medicine**

None

**Radiation Therapy**

None

**Replacement Glassware**

None

For additional information, contact Steve Bense at (708) 786-5175 or [Steve.Bense@med.va.gov](mailto:Steve.Bense@med.va.gov).